

Part 2: Questions Specific to Lighthouse Proposal

1) Office Space

- a. How will your plans for office development and parking for the site be impacted by the recent partnership with Reckson and the ability to coordinate your planning with an adjacent land owner?
 - i. *The partnership distinguishes our plan because it creates a unique opportunity to expand the 77 acre site into a 150 acre fully integrated suburban center which will provide Nassau County with the intelligent growth that it requires. Combining the Coliseum and Marriott sites with Reckson's surrounding holdings allows for maximum resource sharing and operating efficiencies. We will be integrating the additional building rights from Reckson Plaza II (development parcel) and creating further connections to existing Reckson holdings. The holdings added by the partnership provides a further level of overflow parking spaces for peak event periods through the adjacent Reckson properties allowing us to build less parking on-site and a greater percentage of the land to open green space. Coordination of the shared use office space/event overflow parking is common as the use times are different. Parking coordination will be part of the overall property and event responsibilities*
 - ii. *Control of the Marriott and surrounding sites provide resolution to certain inherent conflicts created by the project. Not only does control of these sites provide greater certainty that the project will get completed, it also provides our plan with greater flexibility to work with the Town of Hempstead and allows us to consider hosting multiple events concurrently.*
- b. Your proposal provides for The Sports Technology Center, a facility to house various companies and service providers related to sports medicine, new products and therapies, and related issues. Please provide greater detail on this concept.
 - i. *Another one of the defining characteristics of our proposal which reaches well beyond a conventional real estate development is the creation of a new industry providing for further diversification of the economic base of Long Island. Situated next to the Coliseum and one of the largest athletic complexes in the United States, the Sports Technology Center will be ideally positioned to test, refine and research all kinds of new products, ideas, sports medicine therapies and breakthroughs, including the enhancement of human performance, advanced sports health and rehab equipment and many others.*

This one-of-a-kind facility will serve as an incubator for new industry and new career opportunities, hosting companies and organizations that are focused on all aspects of leading edge sports technology. There is tremendous opportunity for Long Island to lead the way in this flourishing industry. Charles Wang, a globally recognized pioneer in technology, will be the driving force behind this special initiative.

Hofstra University, Nassau Community College and other local colleges, universities, high schools and hospitals will be an integral part of this venture and offer sports technology curricula and invaluable internships, and career opportunities. These types of opportunities will be springboards to keep our kids on Long Island. Development of college curricula rooted in the advancement of sports technology will create a national expertise right here on Long Island.

The Center will quickly become the new "Silicon Valley" of sports technology and seamless integration with the transformed Coliseum and Athletic Complex will create a unique research and development environment where businesses have access to professional and amateur athletes, fans and the facilities that host them.

2) Hotel/Convention Center

- a. Your Proposal provides for a five-star hotel at the base of the lighthouse structure that will be enhanced by sky condominiums higher up in the building. Please provide additional information about the hotel and sky condominiums.
 - i. *Long Island is one of the leading economies in the United States. Known for wealth and wealth generation, the Island does not have a five star hotel. Residents, visitors and the corporate community are compelled to go to New York City for true high-end quality and services. The hotel will serve a much neglected segment of the market. The serviced luxury condominiums are a natural extension to the five star hotel. Residents will have access to a level of quality and service not available on Long Island today. The five-star hotel will be run by one of the major hotel flags such as Ritz Carlton, Four Seasons, St. Regis, Mandarin Oriental and Meridian. This will complement the market served by the Marriott and support the businesses and events that will be at the Project.*
- b. Your proposal includes a new conference center that will connect to the exhibition hall. Please provide more information on the proposed exhibition hall and conference center. Include, if possible, the proposed target market

and type of events which will be held. Also, is the new exhibition hall intended to replace the existing exhibition space?

- i. *We intend to be able to provide over 250,000 SF of conference and exhibition space not including outdoor space. This space will be comprised of an exhibition hall, conference center, ballroom, meeting center, athletic complex and the Coliseum. The network of connected facilities and outdoor areas combined with the entertainment and lodging infrastructure creates nearly limitless configurations and attendees for conferences and large conventions.*

3) Fitness Center

- a. Your proposal includes a Fitness Center and four NHL-size rinks that will be available for tournaments and the community. Please provide additional information about public access and fees.
 - i. *The Athletic Complex will be the most comprehensive and state of the art fitness and recreation facility in the country as well as practice facility for the New York Islanders and probable host of many local, regional and NCAA tournaments like the Frozen Four. Tournaments of this type will be supported by the hotels, conference center, and public space. There will be the capacity for 3,500 spectators for such events (excluding the seating in the Coliseum) again being supported by the other elements of the facility. The entire facilities will be available to the public except for the limited time and space needed for the New York Islanders practices. Fees will be based on market rates.*

4) Coliseum Renovation

- a. In the proposed lease, \$150 million was identified for Coliseum renovation, parking, and other ancillary improvements. Please provide additional information on how this amount would be allocated among these categories.
 - i. *While the proposed lease indicates a minimum number of \$150 million, based upon current plans, we expect the total cost of improvements including structured parking will likely be in excess of \$320 million.*
- b. Please provide information on how the Coliseum venue will be managed to ensure maximum event activity.
 - i. *The planned improvements will transform the Coliseum into one of the leading sports and entertainment venues in the nation. Our plan not only guaranties the retention of Long Island's only major sports franchise, but our plan also provides a financial guaranty for the*

completion of the improvements. We will partner with a top tier professional arena management company with the experience and reputation to operate the Coliseum in a manner consistent with the improved facility. The expanded offerings created by the network of diverse facilities including the integrated athletic complex, arena, exhibition, conference, banquet, outdoor plazas combined with the entertainment and hospitality infrastructure creates nearly limitless configurations to accommodate both intimate and mega-gatherings . The site and our relationship with the surrounding properties will allow for any event to consider our facility.

- c. Describe in greater detail your plan for renovating the Coliseum concurrent with its ongoing operation. How will this affect the Islanders? How will it affect other concerts, sports, and other events in the building?

No one is more motivated or capable of transforming the Coliseum on an expedited and efficient basis with the least disruption to the present operations of the arena and surrounding community. Work will be phased in a manner to mitigate the impact on events. We have discussed possible schedule adjustments with the National Hockey League to minimize the impact on the Islanders. Charles Wang's position as the owner of the Islanders will facilitate working with the NHL to develop and implement our strategies. We will perform Coliseum renovations primarily during the Islanders off season and we expect that it will take two to three off seasons to complete. The only effect will be to the already limited schedule at the Coliseum during the few summer months.